

Message Text

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ACTION EUR-12

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E.O. 11652: N/A
TAGS: BTRA, SW
SUBJECT: FOREIGN BUYER PROGRAM: MR. ANDER F. HEDBRING, ALFA-LAVAL

1. MR. ANDERS F. HEDBRING, THE HEAD OF THE EFFECIENCY GROUP
STAFF OF ALFA-LAVAL AB, POSTFACK, S-147 00 TUMBA, HAS
ASKED THE EMBASSY FOR ASSISTANCE IN MAKING CERTAIN
BUSINESS CONTACTS IN THE US.

2. MR. HEBRGING, MR. BO ROHMERT WHO IS THE DATA PROCESSING
MEMBER OF ATLAS COPCO, AND TWO OTHER PERSONS ARE PLANNING
A TOUR TO THE US APRIL 11-24 TO STUDY COMPUTER OPERATIONS
IN ABOUT 5 TO 10 COMPANIES COMPARABLE TO ALFA-LAVAL AND
ATLAS COPCO, PREFERABLY LOCATED ON THE EAST COAST OR IN
CALIFORNIA. THEY ARE SEEKING IDEAS ON HOW TO IMPROVE
EFFICIENCY IN THEIR COMPUTER OPERATIONS, MANAGING DATA
PROCESSING AND PERIPHERAL EQUIPMENT AND METHODS. THEY
PARTICULARLY WANT TO STUDY THE FOLLOWING TOPICS:
--COMPUTER SCHEDULING (BATCH AND ON-LINE)
--PREPARATION OF COMPUTER PRODUCTION
--HANDLING AND DISTRIBUTION OF COMPUTER PRINT OUT
--TAPE HANDLING
--USAGE OF MASS STORAGE
--COMMUNICATION BETWEEN MINICOMPUTERS AND MAINFRAMES
--ORGANIZATION TO HANDLE DATA BASE UPDATING AND MAINTENANCE.

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3. THEY ARE INTERESTED IN COMPANIES WITH OPERATIONS AND
STRUCTURE SIMILAR TO ALFA-LAVAL'S. THIS COMPANY MANUFACTURES
MECHANICAL PRODUCTS AND MARKETS THEM WORLDWIDE THROUGH ABOUT
60 SALES SUBSIDIARIES. THE COMPANY HAS ABOUT 30 MANUFACTURING
UNITS. ITS SALES TURNOVER IS \$1 BILLION. DATA PROCESSING AT
THE CORPORATE HEADQUARTERS IS PERFORMED ON AN IBM 370/158

PLUS TWO PDP-11. THEY HAVE A MIX OF ON-LINE AND BATCH SYSTEMS.
ITS DP ORGANIZATION TOTALS ABOUT 100 PERSONS.

4. WE WOULD APPRECIATE ANY ASSISTANCE THE FBP STAFF CAN OFFER IN
ARRANGING APPOINTMENTS FOR THIS GROUP. ALTHOUGH THIS VISIT WILL
NOT RESULT IN ANY IMMEDIATE PURCHASES, BOTH FIRMS ARE SIGNIFICANT
CUSTOMERS FOR US EXPORTS AND FUTURE IMPROVEMENTS IN THEIR DATA
SYSTEMS WILL UNDOUBTEDLY ENTAIL LARGE INVESTMENTS IN US EQUIP-
MENT AND PERIPHERALS.

5. ALFA-LAVAL RANKS AS NUMBER 21 AND ATLAS COPCO AS NUMBER 25
AMONG THE LARGEST SWEDISH COMPANIES. A WTDR, WHICH WAS PREPARED ON
ALFA-LAVAL IN SEPTEMBER 1975 IS STILL GENERALLY VALID.
SMITH

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